

Message Text

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PAGE 01 MOSCOW 17099 121942Z

13

ACTION EUR-12

INFO OCT-01 ISO-00 EB-06 RSC-01 /020 W
----- 079576

R 121336Z NOV 74
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4466
AMEMBASSY HELSINKI
AMEMBASSY VIENNA
AMEMBASSY WARSAW

UNCLAS MOSCOW 17099

USDOC FOR BEWT/THOMPSON

HELSINKI FOR GSO/BOROUGH COM/HOLBROKK
VIENNA FOR EWTC/MARTIN
WARSAW FOR TDTIO/HERTZBERG

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: INTERORGTEKHNIKA 75

REF: (A) USDOC 16654 (B) MOSCOW 15537

1. EMBASSY PLEASED TO LEARN THAT USDOC WILL SPONSOR 40-PARTICIPANT EXHIBIT AT INTERORGTEKHNIKA-75 (MOSCOW, SEPTEMBER 2-16, 1975). WILL PREPARE LETTER REQUESTING 1500 SQUARE METER EXHIBIT SPACE AND 400 SQUARE METER CLOSED STORAGE SPACE (ON SITE) WITHOUT FINANCIAL OBLIGATION. IN ADDITION, LETTER WILL CONFIRM ACCEPTANCE 100 SQUARE METERS CLOSED, TEMPERATURE-CONTROLLED, STORAGE SPACE FOR POST-EXHIBITION NEEDS (REF B). LETTER WILL BE HAND DELIVERED TO CHAMBER ON NOVEMBER 13.

2. EMBASSY APPRECIATES USDOC'S POSITION REGARDING SPACE REQUIREMENT, BUT WE BELIEVE THAT ONCE OFFICIAL ANNOUNCEMENT IS MADE, SPACE DEMAND WILL BE HEAVY. WHAT ARE SIZES OF USDOC SPONSORED MUNICH AND TOKYO COMPUTER EXHIBITIONS? IBM, CDC, UNCLASSIFIED

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HP, SPERRY, BURROUGHS, ETC. STILL OUR BEST BET FOR IMMEDIATE

AND LONG-RANGE SALES PROSPECTS. PITNEY-BOWES, LITTON, SCM, 3M, SINGER-FRIDEN, WANG, NCR, KODAK, AND GENERAL BINDING ALL HAVE INTEREST IN THIS MARKET. EMBASSY NOT SUGGESTING CONTROLLED PROCUREMENT, BUT ABOVE FIRMS SHOULD BE GIVEN FIRST CRACK, POLL #1, IF WE ARE GOING TO REALIZE ADEQUATE RETURN ON OUR INVESTMENT.

3. USCOMOFF REQUESTS LATEST COPY OF BUSINESS EQUIPMENT MANUFACTURER ASSOCIATION (BEMA) DIRECTORY. IF AGREEABLE, USCOMOFF CAN MAIL PERSONAL LETTER TO PROSPECTIVE EXHIBITORS RECOMMENDING PARTICIPATION. THIS SHOULD GIVE ADDED BOOST TO PROCUREMENT AND PERHAPS SPEED UP DECISION-MAKING PROCESS.

4. KEY DEADLINES ARE AS FOLLOWS:
APPLICATION FORM - MARCH 20, 1975
LIST OF EXHIBITS - MARCH 20, 1975
10 COPIES OF CATALOGUE - MARCH 20, 1975
TEXT FOR FAIR CATALOGUE - MARCH 20, 1975
LIST OF PERSONNEL - JUNE 2, 1975
SEMINAR PAPERS - JUNE 2, 1975
FINAL SPACE RENTAL PAYMENT - JULY 2, 1975.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Copy: SINGLE
Draft Date: 12 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW17099
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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30 JUN 2005

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Secure: OPEN
Status: NATIVE
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TAGS: BEXP, UR
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